

UNITED STATES DISTRICT COURT  
WESTERN DISTRICT OF WASHINGTON  
AT SEATTLE

NXP USA, INC., and NXP B.V.,

Plaintiffs,

v.

IMPINJ, INC.,

Defendant.

CASE NO. 2:20-cv-01503-JHC

REDACTED<sup>1</sup> ORDER RE: IMPINJ'S  
MOTION TO EXCLUDE DAVID A. HAAS  
AND NXP'S MOTION FOR PARTIAL  
SUMMARY JUDGMENT

There are two motions before the Court. First, Impinj moves to exclude certain opinions of expert David A. Haas. *See* Dkt. # 296 (Impinj's motion); *see also* Dkt. ## 329, 354, 412, 419 (NXP's response, Impinj's reply, NXP's supplemental brief, and Impinj's supplemental brief).<sup>2</sup> Second, NXP moves for partial summary judgment as to an element of its damages argument.<sup>3</sup>

<sup>1</sup> The Court provisionally sealed its initial order. Dkt. # 452. After hearing from the parties about what material, if any, must remain sealed in the public version of the order (Dkt. # 463), the Court hereby publishes this redacted version of the order.

<sup>2</sup> The Court refers to the sealed version of each filing throughout this order. The unsealed versions (which contain page numbers that correspond to the sealed versions) can be found at the following docket entries: Dkt. ## 286, 323, 349, 410, 417 (filings related to Impinj's motion to exclude); Dkt. ## 277, 316, 340 (filings related to NXP's motion for partial summary judgment).

<sup>3</sup> The Court previously ruled on several other arguments in NXP's partial summary judgment motion (Dkt. ## 380, 414), but deferred ruling on this issue to consider it alongside other damages-related issues. *See* Dkt. # 414 at 35.

1 See Dkt. # 282 at 27–29 (NXP’s motion); *see also* Dkt. ## 319, 343 (Impinj’s response and  
2 NXP’s reply).

3 For the reasons below, the Court:

4 (1) GRANTS in part and DENIES in part Impinj’s motion to exclude certain opinions  
5 of David A. Haas (Dkt. # 296); and

6 (2) DENIES NXP’s partial summary judgment motion as to the damages issue (Dkt.  
7 # 282 at 27–29).

## 8 I

### 9 BACKGROUND

#### 10 A. Patent Background

11 Two patents remain at issue in this case. First, U.S. Patent Number 7,257,092 (the ‘092  
12 Patent) describes an improved communication protocol between a “communication station” and  
13 a “data carrier” in which an “identification data block” and “useful data” are transmitted  
14 simultaneously, rather than sequentially. *See* ‘092 Patent at 1:5–8, 11:7–17. Second, U.S. Patent  
15 Number 7,347,097 (the ‘097 Patent) describes a system that allows information to be stored on a  
16 data carrier for a longer period of time with higher reliability, produced in part by adding a  
17 “voltage-raising means” to the “information-voltage generating means” of the data carrier. *See*  
18 ‘097 Patent at 2:13–23, 2:34–36. A more detailed description of the patents can be found in the  
19 Court’s recent summary judgment order. *See* Dkt. # 414 at 3–5.

#### 20 B. Procedural History

21 This order addresses two motions. First, it addresses Impinj’s motion to exclude certain  
22 opinions of NXP’s damages expert, David A. Haas. *See* Dkt. # 296. While styled as a *Daubert*-  
23 style evidentiary motion, the motion raises questions of law and fact that could be addressed only  
24 in a motion for summary judgment. The Court informed the parties that it would treat the motion

as one for partial summary judgment and would allow the parties to provide supplemental briefing. *See* Dkt. # 397; *see also* Fed. R. Civ. P. 56(f) (requiring notice and a “reasonable time to respond” before considering summary judgment sua sponte); *Norse v. City of Santa Cruz*, 629 F.3d 966, 971–72 (9th Cir. 2010) (“Sua sponte grants of summary judgment are only appropriate if the losing party has reasonable notice that the sufficiency of his or her claim will be in issue.” (citation omitted)). Pursuant to the Court’s order, the parties provided additional briefing. Dkt. # 412 (NXP’s supplemental brief); Dkt. # 419 (Impinj’s supplemental brief). The Court applies the summary judgment standard in evaluating the motion.

Second, this order addresses one remaining argument from NXP’s motion for partial summary judgment: whether, for purposes of damage calculations, there were acceptable, non-infringing alternatives available to Impinj. Dkt. # 282 at 26–29. While the Court already ruled on most aspects of NXP’s motion for partial summary judgment, the Court reserved ruling on this issue to consider it alongside other damages-related issues. Dkt. # 414 at 35.<sup>4</sup>

## II

### MOTION TO EXCLUDE OPINIONS OF DAVID A. HAAS

Impinj moves to exclude certain opinions of NXP’s damages expert, David A. Haas. Dkt. # 296. As noted above, however, the Court analyzes the issues in the motion under the applicable summary judgment standards.

The motion raises four issues: (1) whether NXP is entitled to pre-suit damages stemming from infringement of the ‘097 Patent; (2) whether NXP is entitled to recover damages stemming

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<sup>4</sup> The Court notes that there are two other summary judgment motions pending. Dkt. ## 421, 430. Nothing in this order should be construed to express any opinion as to the merits of either motion. Also, the order at times assumes infringement *arguendo* so that the Court can discuss damages. Any such language should not be read to imply that Impinj has infringed any patent: To date, there has been no finding of infringement in this case.

1 from Impinj’s sales to customers outside the United States; (3) whether NXP USA has standing  
2 to obtain damages; and (4) whether NXP may recover “lost profit” damages.

3 A. Availability of Pre-Suit Damages

4 NXP seeks pre-suit damages for infringement of the ’097 Patent.<sup>5</sup> Dkt. # 296 at 6–8.  
5 Impinj asks the Court to exclude Haas’s opinions about the availability of pre-suit damages. *Id.*  
6 The Court denies Impinj’s motion.

7 35 U.S.C. § 287(a) imposes a “marking” obligation on any patentee who produces a  
8 patented product: A patentee must generally mark each patented product with the word “patent”  
9 or something similar (the exact marking requirements are unimportant here). A failure to mark  
10 can affect the patentee’s right to pre-suit damages. If a patentee fails to mark its patented  
11 products in accordance with the statute, “no damages shall be recovered by the patentee in any  
12 action for infringement, except on proof that the infringer was notified of the infringement and  
13 continued to infringe thereafter, in which event damages may be recovered only for infringement  
14 occurring after such notice.” 35 U.S.C. § 287(a).

15 But the statute does not apply if the patentee “never makes or sells a patented article.”  
16 *Arctic Cat Inc. v. Bombardier Recreational Prod. Inc.*, 950 F.3d 860, 864 (Fed. Cir. 2020); *see*  
17 *also id.* (“[A] patentee who never makes or sells a patented article may recover damages even  
18 absent notice to an alleged infringer.”). “If, however, a patentee makes or sells a patented article  
19 and fails to mark in accordance with § 287, the patentee cannot collect damages until it either  
20 begins providing notice or sues the alleged infringer—the ultimate form of notice—and then  
21 only for the period after notification or suit has occurred.” *Id.* “A patentee who makes or sells  
22  
23

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24 <sup>5</sup> NXP appears to concede that it is not entitled to pre-suit damages for the ’092 Patent. *See* Dkt.  
# 296 at 7; Dkt. # 329 at 8 (NXP’s brief discussing the issue only with respect to the ’097 Patent).

1 patented articles can satisfy the notice requirement of § 287 either by providing constructive  
2 notice—*i.e.*, marking its products—or by providing actual notice to an alleged infringer.” *Id.*

3 According to NXP, it is entitled to pre-suit damages for the period *before* its marking  
4 obligation arose—that is, before it began selling the UCODE 8 product, which practices the ’097  
5 Patent. NXP says that the pre-suit damages period runs from October 4, 2013, through October  
6 4, 2019 (when this action was filed). *See* Dkt. # 329 at 9 (citing 35 U.S.C. § 286). But NXP  
7 only began selling the UCODE 8 product in 2017. So NXP says that it is entitled to pre-suit  
8 damages from 2013 (the beginning of pre-suit damages period) until it began selling (presumably  
9 unmarked) UCODE 8 products in 2017.

10 Impinj disagrees. Dkt. # 296 at 6–8. According to Impinj, the Federal Circuit’s decision  
11 in *Arctic Cat* holds that, if at any time, a patentee sells an unmarked product (and does not  
12 otherwise provide notice), the patentee may not recover any pre-suit damages.

13 *Arctic Cat* does not squarely answer the question presented. In *Arctic Cat*, the patentee  
14 sold unmarked, practicing products, but then stopped selling any practicing products. 950 F.3d  
15 at 864. The Court held that the “cessation of sales of unmarked products” does not “excuse[]  
16 noncompliance with the notice requirement of § 287 such that a patentee may recover damages  
17 for the period after sales of unmarked products ceased but before the filing of a suit for  
18 infringement.” *Id.*

19 But here, the opposite sequence of events occurred. NXP did not sell any product  
20 practicing the ’097 Patent for several years (from roughly 2013 through 2017). It then began  
21 selling practicing UCODE 8 products but failed to mark them. While *Arctic Cat* clearly  
22 precludes pre-suit damages when a patentee sells unmarked products and then stops such sales, it  
23 is not clear that *Arctic Cat* should be read to cover the opposite sequence of events.

1 In *Arctic Cat*, the Federal Circuit stated that the “obligation to mark arose when [the  
2 entity] *began* selling patented articles.” 950 F.3d at 865 (emphasis added). The court also  
3 emphasized that “once a patentee begins making or selling a patented article, *the notice*  
4 *requirement attaches*, and the obligation imposed by § 287 is discharged only by providing  
5 actual or constructive notice.” *Id.* (emphasis added). These passages imply that *before* the  
6 patentee begins making or selling a patented product, the notice requirement has *not yet*  
7 *attached*. Before the notice requirement attaches, the patentee has done nothing wrong; it has no  
8 obligation to mark. It would be odd to penalize NXP for its actions from 2013 to 2017 (before it  
9 had an obligation to mark) because of its failure to mark beginning in 2017. As the Federal  
10 Circuit explained, “[t]he statute thus prohibits a patentee from receiving any damages in a  
11 subsequent action for infringement *after* a failure to mark.” *Id.* (emphasis added). As the Court  
12 understands the Federal Circuit’s *Arctic Cat* decision, a failure to mark does not work  
13 retroactively to preclude pre-suit damages for a period before any such marking obligation arose.

14 Several district court decisions support this conclusion (though some predate *Arctic Cat*).  
15 *See, e.g., Accelaron, LLC v. Dell, Inc.*, No. 1:12-CV-4123-TCB, 2020 WL 10353773, at \*3 (N.D.  
16 Ga. Mar. 31, 2020) (post-*Arctic Cat*, holding that pre-suit damages are available for the period  
17 “before . . . the duty to mark” arose because “any failure to mark does not preclude all pre-suit  
18 damages”); *WiAV Sols. LLC v. Motorola, Inc.*, 732 F. Supp. 2d 634, 639–40 (E.D. Va. 2010)  
19 (“[A] patentee is not precluded from collecting damages for a period in which marking was not  
20 required even if the requirements of the marking statute were later triggered and the patentee  
21 failed to comply.”); *Am. Tech. Ceramics Corp. v. Presidio Components, Inc.*, 14-CV-  
22 6544(KAM)(GRB), 2018 WL 1525686, at \*5 (E.D.N.Y. Mar. 27, 2018) (§ 287 “does not limit  
23 damages for a period during which the marking statute is not triggered, even if it later is  
24 triggered and the patentee fails to mark.” (quotation marks omitted)).

1 To be sure, Impinj’s position is reasonable. The Federal Circuit construes § 287 strictly  
2 to effectuate the policy goal of encouraging marking. *See, e.g., Arctic Cat*, 950 F.3d at 865  
3 (discussing the policy goals of the marking statute). Precluding all pre-suit damages—even  
4 those from before a marking obligation attached—would provide additional incentive to mark.  
5 And some of the language in *Arctic Cat* could be read to apply in circumstances like this. *See id.*  
6 (“The statute thus prohibits a patentee from receiving *any* damages in a subsequent action for  
7 infringement after a failure to mark, rather than merely a reduced amount of damages in  
8 proportion to the amount of time the patentee was actually practicing the asserted patent.”); *id.*  
9 (“While § 287 describes the conduct of the patentee in the present tense, the consequence of a  
10 failure to mark is not so temporally limited.”). But the Court believes the better reading of *Arctic*  
11 *Cat* and § 287 support NXP’s position: § 287 does not preclude pre-suit damages for a period  
12 before an obligation to mark attached.

13 Accordingly, the Court denies Impinj’s motion as to the availability of pre-suit damages  
14 for the ’097 Patent.

15 B. Damages for Sales to Customers Outside the United States

16 Impinj argues that Haas may not include in his damages calculations Impinj’s sales to  
17 customers outside the United States. Dkt. # 296 at 8–10. Though a very close question, the  
18 Court denies Impinj’s motion.

19 “[P]atent laws, like other laws, are to be understood against a background presumption  
20 against extraterritorial reach.” *Carnegie Mellon Univ. v. Marvell Tech. Grp., Ltd.*, 807 F.3d  
21 1283, 1306 (Fed. Cir. 2015); *see also Power Integrations, Inc. v. Fairchild Semiconductor Int’l,*  
22 *Inc.*, 711 F.3d 1348, 1371 (Fed. Cir. 2013) (“It is axiomatic that patent law does not operate  
23 extraterritorially to prohibit infringement abroad.”). Accordingly, an entity commits direct  
24 infringement under 35 U.S.C. § 271(a) when it “makes, uses, offers to sell, or *sells* any patented

1 invention[] *within the United States* or imports into the United States any patented invention.”  
2 35 U.S.C. § 271(a) (emphasis added); *see also MEMC Elec. Materials, Inc. v. Mitsubishi*  
3 *Materials Silicon Corp.*, 420 F.3d 1369, 1375 (Fed. Cir. 2005) (“It is well-established that the  
4 reach of section 271(a) is limited to infringing activities that occur within the United States.”).

5 Case law discussing whether a sale is one “within the United States” for purposes of  
6 § 271(a) presents a surprisingly murky picture. The patent statute does not define the term  
7 “sale.” *See Halo Elecs., Inc. v. Pulse Elecs., Inc.*, 831 F.3d 1369, 1377 (Fed. Cir. 2016). The  
8 Supreme Court has stressed that “[i]t is the general rule under United States patent law that no  
9 infringement occurs when a patented product is made and sold in another country.” *Microsoft*  
10 *Corp. v. AT & T Corp.*, 550 U.S. 437, 441 (2007). But according to the Federal Circuit, no  
11 “single, universally applicable fact” determines where a “sale” occurs. *Carnegie Mellon*, 807  
12 F.3d at 1308. While the Federal Circuit has not settled on an exact test to determine whether a  
13 sale is one “within the United States,” it has explained that relevant locations could include the  
14 “place of inking the legal commitment to buy and sell,” the “place of delivery,” and “perhaps  
15 also a place where other ‘substantial activities of the sales transactions’ occurred.” *Id.* (citations  
16 omitted).

17 Impinj argues that its sales to foreign customers are not sales “within the United States”  
18 for purposes of § 271(a). Dkt. # 296 at 8–10. This is so, Impinj says, because these products are  
19 manufactured and shipped abroad to non-U.S. customers, with no evidence that the products  
20 eventually enter the United States. *Id.* at 9. According to Impinj, “Plaintiffs must not only prove  
21 that a substantial level of sales activity occurred in the United States, but also that the products  
22 sold at some point entered the country.” Dkt. # 349 at 7.

23 NXP responds that a product need not enter the United States to constitute a sale “within  
24 the United States” for purposes of § 271(a). *See* Dkt. # 329 at 10–12. Rather, NXP says that the



operative question is whether a “substantial level of sales activity” occurs within the United States, and that this fact-intensive inquiry is reserved for the jury. *Id.* at 10. NXP cites these facts in support of its position:

It is undisputed that Impinj designed all of the accused products in the United States. The Impinj sales teams responsible for selling the accused products report to Jeff Dossett, Impinj’s Chief Revenue Officer, in Seattle. Impinj divides sales efforts related to the accused products across two sales teams, one of which reports to a Senior Vice President in Seattle while the other reports to a different Senior Vice President based in Idaho. Customers enter into distribution agreements with Impinj, Inc., the U.S. company; Impinj’s U.S.-based employees negotiate annual pricing agreements with customers, and the agreements are executed in Seattle; and Impinj issues all purchase orders for all accused products from its Seattle headquarters. Impinj tests the accused products in the United States and has a Retail Experience Center located in Seattle where it tests and showcases item connectivity applications. Impinj also has U.S.-based systems engineers who troubleshoot and coordinate with customers. And Impinj’s marketing team, led from its Seattle office, prepares all marketing materials.

Dkt. # 412 at 12 (citations omitted) (citing Dkt. # 297-1 at ¶24). Under these facts, NXP says, a reasonable jury could conclude that the disputed sales to customers abroad are sales “within the United States.”

The Court tentatively agrees with NXP and concludes that under Federal Circuit precedent, the cited facts raise a triable issue of fact as to whether the accused sales are “within the United States.” The Federal Circuit confronted an analogous set of facts in *Carnegie Mellon University v. Marvell Technology Group, Limited*, 807 F.3d 1283 (Fed. Cir. 2015). In that case, the plaintiff presented evidence that “with the exception of the chip making [which occurred abroad]. . . all the activities related to designing, simulating, testing, evaluating, qualifying the chips by Marvell as well as by its customers occur[ ] in the United States,” and that each sale was the result of a lengthy domestic sales cycle (also known as a “design win”). *Id.* at 1309 (citation and quotation marks omitted) (second alteration original). There was also “some evidence suggesting that *specific contractual commitments* for specific volumes of chips were made in the

United States.” *Id.* (emphasis added). Based on these facts, the Federal Circuit affirmed the district court’s denial of judgment as a matter of law, concluding that a reasonable jury could find that the cited evidence “suggests a substantial level of sales activity by Marvell within the United States, *even for chips manufactured, delivered, and used entirely abroad.*” *Id.* at 1309–10 (emphasis added). The Federal Circuit remanded for a new trial in which the jury would be instructed that it must “find a domestic location of sale as to those chips not made or used in, or imported into, the United States” before including those sales in the damages calculation. *Id.* at 1310.

In *California Institute of Technology v. Broadcom Limited*, 25 F.4th 976 (Fed. Cir. 2022), the Federal Circuit upheld the district court’s jury instruction concerning the “within the United States” requirement. *Id.* at 992–93. According to the Federal Circuit, the jury instructions appropriately “emphasized the key question of whether there were such substantial activities in the United States.” *Id.* at 993. The *Broadcom* court seemingly approved of an instruction that allowed a domestic “sales cycle” to transform a sale into one “within the United States” (though the opinion lacks detail about the nature of each sale). *Id.*

Under the reasoning of *Carnegie Mellon* and *Broadcom*, Impinj’s sales to customers abroad *might* constitute sales within the United States. Impinj’s U.S.-based employees negotiate annual pricing agreements with customers; the Impinj sales team reports to individuals in the United States; purchased orders are “issue[d]” in the United States; and significant testing and marketing activities occur in the United States. *See* Dkt. # 412 at 12 (citing Dkt. # 297-1 at ¶24).

Perhaps most importantly, NXP says that the sale agreements themselves are “executed” in the United States (though neither party explains what this means). *Id.* (citing Dkt. # 297-1 at ¶24). The Federal Circuit seems to place weight on this fact. *See Texas Advanced*

*Optoelectronic Sols., Inc. v. Renesas Elecs. Am., Inc.*, 895 F.3d 1304, 1330 (Fed. Cir. 2018)

1 (distinguishing *Carnegie Mellon* because in that case, ““there was some evidence suggesting that  
2 specific contractual commitments for [the sale of accused products] were made in the United  
3 States.’ [Plaintiff] presented no such specific evidence to the district court here.” (citing  
4 *Carnegie Mellon*, 807 F.3d at 1309)); *Carnegie Mellon*, 807 F.3d at 1308 (noting that a place of  
5 “seeming relevance” is “a place of inking the legal commitment to buy and sell”). *But see Halo*,  
6 831 F.3d at 1378 n.1 (declining to reach the argument that “the place where a contract for sale is  
7 legally formed can itself be determinative as to whether a sale has occurred in the United States  
8 because we agree with the district court here that the pricing negotiations and contracting  
9 activities in the United States to which Halo points did not constitute the final formation of a  
10 definitive, binding contract for sale”).

11 To be sure, the Court remains a tad skeptical that this evidence—which relies heavily on  
12 the location in which the contracts were “executed”—suffices to transform sales of goods  
13 manufactured and shipped abroad to foreign buyers into sales “within the United States.” In  
14 *Halo Electronics, Inc. v. Pulse Electronics, Inc.*, 831 F.3d 1369 (Fed. Cir. 2016), for example,  
15 the Federal Circuit held that domestic “pricing and contracting negotiations” alone did not create  
16 a sale within the United States because the products were made and sold abroad and because the  
17 “final formation of a contract for sale” took place outside the United States. *Id.* at 1378.

18 Depending on what it means for the contracts to have been “executed” in the United States, the  
19 sales at issue could more closely resemble the sales in *Halo* than those in *Carnegie Mellon*. But  
20 the Court concludes that NXP has produced sufficient facts to survive summary judgment.

21 The Court also questions how Federal Circuit case law should be applied in situations  
22 like this. As applied to products that are made and shipped abroad to foreign buyers, the  
23 approach taken in *Carnegie Mellon* and *Broadcom* is arguably in tension with Supreme Court  
24 dicta. *See Microsoft Corp.*, 550 U.S. at 441 (“It is the general rule under United States patent

1 law that no infringement occurs when a patented product is made and sold in another country.”  
 2 (discussing a different statutory provision)); *see also id.* at 456 (“If AT & T desires to prevent  
 3 copying in foreign countries, its remedy today lies in obtaining and enforcing foreign patents.”);  
 4 *cf. Morrison v. Nat’l Australia Bank Ltd.*, 561 U.S. 247, 266 (2010) (“[T]he presumption against  
 5 extraterritorial application would be a craven watchdog indeed if it retreated to its kennel  
 6 whenever *some* domestic activity is involved in the case.”). Moreover, applying the test in this  
 7 way could transform nearly any sale by a U.S. company into a sale “within the United States”; it  
 8 could also incentivize companies to “execute” their agreements abroad. Nevertheless, the Court  
 9 is bound by Federal Circuit case law, and so denies Impinj’s motion, subject to further objection  
 10 during trial and in post-trial motions.<sup>6</sup>

#### 11 C. Standing of NXP USA

12 Typically, “[o]nly a patentee may bring an action for patent infringement.” *Textile*  
 13 *Prods., Inc., v. Mead Corp.*, 134 F.3d 1481, 1484 (Fed. Cir. 1998) (citing 35 U.S.C. § 281). But  
 14 there is a limited exception to this general rule for “exclusive licensees.” Exclusive licensees  
 15 “may possess sufficient interest in the patent to have standing to sue as a co-plaintiff with the  
 16 patentee.” *Rite-Hite Corp. v. Kelley Co.*, 56 F.3d 1538, 1552 (Fed. Cir. 1995) (en banc). “To be  
 17 an exclusive licensee for standing purposes, a party must have received, not only the right to  
 18 practice the invention within a given territory, but also the patentee’s express or implied promise  
 19 that others shall be excluded from practicing the invention within that territory as well.” *Id.*; *see*

22 <sup>6</sup> Impinj also argues that NXP failed to disclose its theory of damages for sales outside the United  
 23 States in a timely manner. Dkt. # 296 at 8–9. Impinj says that Dr. Madisetti admitted that he had not  
 24 opined on foreign sales, and that Haas’s report disclosed “for the first and only time” that such sales  
 should be treated as occurring within the United States. *Id.* at 8. But Dr. Madisetti was not a damages  
 expert, and thus did not need to opine on the matter. And Haas filed his report in accordance with the  
 Court’s scheduling orders, well before discovery closed.

1 *also Spine Sols., Inc. v. Medtronic Sofamor Danek USA, Inc.*, 620 F.3d 1305, 1318 (Fed. Cir.  
2 2010), *abrogated on other grounds by Halo Elecs., Inc. v. Pulse Elecs., Inc.*, 579 U.S. 93 (2016).

3 Impinj says that NXP USA lacks standing to recover damages. *See* Dkt. # 296 at 10–11.  
4 NXP B.V. is the patentee of the '092 and '097 Patents. Therefore, Impinj says, NXP USA lacks  
5 standing to bring a patent infringement action unless it is an exclusive licensee. *Id.* And Impinj  
6 says that NXP USA is at most a “limited non-exclusive” licensee. *See, e.g., id.* at 11 (citing  
7 records stating that NXP USA possesses a “limited, non-exclusive, non-transferable, royalty-free  
8 license to use NXP Intellectual Property Rights”). NXP’s response brief does not address this  
9 argument or present any contrary evidence. *See generally* Dkt. # 329.

10 Accordingly, because NXP B.V. is the patentee and NXP USA is not an exclusive  
11 licensee, NXP USA lacks standing to collect damages.

12 D. Lost Profits of NXP B.V. through an “Inexorable Flow” Theory

13 “Lost profit” damages represent one method of calculating damages stemming from  
14 infringement. “To recover lost profits damages, the patentee must show a reasonable probability  
15 that, ‘but for’ the infringement, it would have made the sales that were made by the infringer.”  
16 *Rite-Hite*, 56 F.3d at 1545.

17 Impinj concedes that NXP B.V.—the patentholder—has standing to recover damages.  
18 Dkt. # 296 at 11. But Impinj says that NXP B.V. cannot recover *lost profit* damages because it  
19 does not make or sell any products (and thus could not have lost any profits). *Id.* at 11–15.  
20 Impinj says that NXP B.V. is entitled only to a reasonable royalty as damages, if entitled to any  
21 damages at all.

22 NXP responds that NXP B.V. can recover lost profits on an “inexorable flow” theory.  
23 NXP says that NXP B.V. can recover damages “stemming from sales lost by its wholly owned  
24

1 subsidiaries [like NXP USA] to the extent those profits inexorably flowed to NXP B.V.” Dkt.  
2 # 329 at 13.

3 In general, “a patentee may not claim, as its own damages, the lost profits of a related  
4 company.” *Warsaw Orthopedic, Inc. v. NuVasive, Inc.*, 778 F.3d 1365, 1375 (Fed. Cir. 2015),  
5 *vacated on other grounds sub. nom Medtronic Sofamor Danek USA, Inc. v. NuVasive, Inc.*, 577  
6 U.S. 1099 (2016); *see also Poly-America, L.P. v. GSE Lining Tech., Inc.*, 383 F.3d 1303, 1311  
7 (Fed. Cir. 2004) (explaining that related companies “may not enjoy the advantages of their  
8 separate corporate structure and, at the same time, avoid the consequential limitations of that  
9 structure—in this case, the inability of the patent holder to claim the lost profits of its non-  
10 exclusive licensee”).

11 But several courts have recognized an exception to the general rule: When profits  
12 “inexorably flow” from a corporate subsidiary to a corporate parent, then—according to some  
13 district courts—the patent-owning parent can nevertheless recover lost profits. The Federal  
14 Circuit has not squarely answered whether an “inexorable flow” theory can support a claim for  
15 lost profit damages. In *Mars, Inc. v. Coin Acceptors, Inc.*, 527 F.3d 1359 (Fed. Cir. 2008), the  
16 Federal Circuit concluded that it “need not decide whether a parent company can recover on a  
17 lost profits theory when profits of a subsidiary actually *do* flow inexorably up to the parent.” *Id.*  
18 1367. Even if such a theory could support lost profit damages, the *Mars* court concluded that the  
19 plaintiff did not present sufficient evidence that the subsidiary’s profits did, in fact, flow to the  
20 parent company.

21 District courts have divided on the viability of an inexorable flow theory. Some courts  
22 have held that when profits inexorably flow from a subsidiary entity to a parent entity, the parent  
23 entity may recover lost profit damages. *See, e.g., Kaneka Corporation v. Designs for Health,*  
24 *Inc.*, No. 32-309-WCB (D. Del. Mar. 3, 2023) (Bryson, J.) (available at Dkt. # 376-1); *In re*

1 *Biogen '755 Pat. Litig.*, No. 10-2734 (CCC)(JBC), 2018 WL 3586271, at \*19 (D.N.J. July 26,  
2 2018); *Callaway Golf Co. v. Achushnet Co.*, 691 F. Supp. 2d 566, 575 (D. Del. 2010). Other  
3 district courts have come to the opposite conclusion as the Federal Circuit has not expressly  
4 ratified such a theory. *See, e.g., Mars, Inc. v. Trurx LLC*, No. 6:13-CV-526-RWS-KNM, 2016  
5 WL 4034803, at \*5–6 (E.D. Tex. Mar. 14, 2016), *report and recommendation adopted*, No.  
6 6:13-CV-526-RWS-KNM, 2016 WL 4061981 (E.D. Tex. Apr. 29, 2016); *Copperhead Indus.,*  
7 *Inc. v. Changer & Dresser, Inc.*, No. 1:18-CV-01228-ACA, 2020 WL 429485, at \*2 (E.D. Ala.  
8 Jan. 28, 2020).

9 Assuming without deciding that a patentee may recover the lost profits of its wholly  
10 owned subsidiary on an inexorable flow theory, the Court nevertheless grants Impinj's motion  
11 and holds that NXP may not recover lost profits.

12 NXP's disclosure of its "inexorable flow" damages theory was untimely. Federal Rule of  
13 Civil Procedure 26 requires parties to provide a "computation of each category of damages  
14 claimed by the disclosing party." Fed. R. Civ. P. 26(a)(1)(A)(iii). Even if this language is read  
15 not to require a disclosure of a particular *theory* of damages and supporting facts, Impinj served  
16 an interrogatory requesting that very information. Interrogatory No. 2 states:

17 State the complete factual basis for Your contention that NXP is entitled to  
18 monetary damages, including the specific amount of money that You contend that  
19 Impinj owes NXP as a result of the infringement alleged in Your Infringement  
20 Contentions, the bases for Your damages calculations, including, without  
21 limitation the identification of each damages theory that You contend should be  
22 used in the damages calculation (e.g. reasonably royalty, lost profits, etc.), the  
specific inputs that You contend should be used under each such damages  
calculation (e.g., royalty rate on net sales), the apportionment of any royalty or  
sales base to conform to the value of the accused features, the date(s) on which  
You contend damages should begin (and the factual bases supporting such dates),  
the amount of damages attributable to each of the Accused Impinj Products.

23 Dkt. # 287-12 at 6–7.



1 NXP's initial response (May 13, 2021) did not provide any responsive information. *Id.*  
2 NXP's first supplemental response (October 24, 2022) incorporated by reference a report by  
3 expert David A. Haas and identifies several documents, but otherwise did not indicate that NXP  
4 intended to rely on an "inexorable flow" theory of lost profit damages. *Id.*

5 NXP served Haas's expert report on November 23, 2022. Dkt. # 297-1. In Haas's report,  
6 NXP repeatedly referred only to the lost profits of NXP USA. For example, Haas stated that "it  
7 is [his] opinion that a finding of infringement . . . would support *NXP USA*'s entitlement to lost  
8 profit damages." Dkt. # 297-1 at 45 (emphasis added); *id.* at 54 (stating that he conducted  
9 analysis "to quantify the amount of profit that *NXP USA* would have made had it captured  
10 additional sales of its UCODE products during the defined damages period." (emphasis added)).  
11 Mr. Haas did not mention any damages theory based on an "inexorable flow" of profits, or that  
12 NXP B.V. (rather than NXP USA or NXP as a whole) sought to recover lost profits.

13 On December 30, 2022—the day discovery closed—NXP apparently changed course. In  
14 a supplemental response to Interrogatory No. 2, NXP disclosed (for what appears to be the first  
15 time) its intent to rely on an "inexorable flow" theory to recover NXP B.V.'s lost profits. *See*  
16 Dkt. # 287-12 at 8. In that supplemental response, NXP stated "that NXP USA is an indirect  
17 subsidiary of NXP B.V. Profits derived from sales of the UCODE products by NXP entities,  
18 including NXP USA, inexorably flow to NXP B.V. As a result, NXP B.V. has been inevitably  
19 injured by UCODE sales lost due to Impinj's infringement." <sup>7</sup> *Id.* That same day, Haas asserted  
20 in a deposition that the use of "NXP USA" in his report was merely an "oversight" and that his  
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22 <sup>7</sup> The supplemental response also stated that NXP "incorporates by reference the Opening Expert  
23 report of David A. Haas" and "prior and forthcoming deposition testimony by NXP's 30(b)(6) witnesses."  
24 Dkt. # 287-12 at 8. As mentioned, Haas's opening report did not discuss any "inexorable flow" theory,  
and it does not appear that either of NXP's 30(b)(6) witnesses provided such testimony before this  
disclosure.



1 actual opinion is that “either or both of [NXP USA and NXP B.V.] are entitled to lost profits.”  
2 Dkt. # 297-2 at 11.

3 This disclosure was untimely. Rule 26 requires that a party timely supplement any  
4 discovery response “if the party learns that in some material respect the disclosure or response is  
5 incomplete or incorrect” or if the information “has not otherwise been made known to the other  
6 parties during the discovery process.” Fed. R. Civ. P. 26(e)(1)(A). NXP disclosed its  
7 “inexorable flow” theory on the last day of discovery. But NXP has given no reason to believe  
8 that it could not have done so earlier—when it initially filed its complaint on October 4, 2019;  
9 when it served its responses to Interrogatory No. 2 on May 13, 2021, and October 24, 2022; or  
10 when it served Haas’s expert report on November 23, 2022. Indeed, Impinj impliedly pointed  
11 out the flaw in this Haas’s theory on December 8, 2022, when Impinj produced the rebuttal  
12 expert report of expert Lauren R. Kindler. In that report, Impinj said that “Mr. Haas’s lost profits  
13 opinions appear to be based on *NXP USA*’s lost sales (and associated lost profits).” Dkt. # 287-  
14 11 at 93 (emphasis in original). And elsewhere in that report, Impinj explained that NXP USA  
15 can recover damages only if it is an exclusive licensee (which it is not). *Id.* at 6 n.5. NXP  
16 provides no explanation for its decision to wait until December 30, 2022 to disclose the theory.<sup>8</sup>

17 Nor is the Court persuaded that the disclosure was timely because the information was  
18 technically disclosed within the discovery period (on the last day). The Federal Circuit has  
19 explained that “contention interrogatories . . . ‘serve an important purpose in helping to discover  
20 facts supporting the theories of the parties. Answers to contention interrogatories also serve to  
21 narrow and sharpen the issues thereby confining discovery and simplifying trial preparation.’”

22  
23  
24 <sup>8</sup> To be clear, the Court does not attribute any bad faith to NXP’s omissions. But a party must  
timely disclose its evidence and theories in manner sufficient to give the opposing party a meaningful  
opportunity to respond. NXP’s last-minute disclosure does not satisfy that obligation.

1 *MLC Intell. Prop., LLC v. Micron Tech., Inc.*, 10 F.4th 1358, 1372 (Fed. Cir. 2021) (citing  
2 *Woods v. DeAngelo Marine Exhaust, Inc.*, 692 F.3d 1272, 1280 (Fed. Cir. 2012)). NXP argues  
3 that “Impinj . . . cites no caselaw or rule requiring a plaintiff to spell out every detail of its  
4 damages theory in contentions.” Dkt. # 412 at 14. But Impinj does not complain merely of a  
5 lack of detail—it complains that NXP failed to disclose the fundamental basis on which it sought  
6 to recover lost profit damages. And while theories of liability may evolve over time, parties may  
7 not wait until the last day of discovery before disclosing novel theories of liability, depriving the  
8 opposing party of a meaningful opportunity to develop facts and legal arguments in response.  
9 This is particularly so when the theory is unexpected, novel, or particularly complex (like NXP’s  
10 “inexorable flow” theory of damages).

11 This case is analogous to *Ingenco Holdings, LLC v. Ace Am. Ins. Co.*, 921 F.3d 803 (9th  
12 Cir. 2019), a case cited favorably by the Federal Circuit in *MLC Intell. Prop., LLC v. Micron*  
13 *Tech., Inc.*, 10 F.4th 1358 (Fed. Cir. 2021). In *Ingenco*, “the district court did not permit Ingenco  
14 ‘to rely upon any computation or evidence of their [damages claims] beyond that provided in  
15 their initial disclosures’ for failing to produce these damages theories until the day before  
16 discovery cutoff at a Rule 30(b)(6) deposition.” *MLC*, 10 F.4th at 1371 (citing *Ingenco*  
17 *Holdings, LLC v. Ace American Insurance Co.*, No. C13-543, 2016 WL 4703758, at \*2, \*5  
18 (W.D. Wash. Sept. 7, 2016)). “The Ninth Circuit affirmed this exclusion, explaining that  
19 because Ingenco failed to respond to Ace’s interrogatory requesting this damages information,  
20 and because Rule 26(a)(1)(A)(iii) requires timely disclosure of damages information, the district  
21 court properly excluded the damages information under Rule 37.” *Id.* (citing *Ingenco*, 921 F.3d  
22 at 821–22). Similarly, NXP’s failure to disclose its “inexorable flow” damages theory in its  
23 initial disclosures, interrogatory responses, or by other means until the last day of discovery was  
24 improper. This justifies exclusion under Rule 37.

1 There are also issues with the evidence NXP proffers in support of its inexorable flow  
2 theory of damages. In its initial briefing, NXP pointed to only two facts to support its inexorable  
3 flow theory: (1) that NXP USA is a wholly owned subsidiary of NXP B.V., and (2) that [REDACTED]

4 [REDACTED]  
5 [REDACTED] Dkt. # 329 at 15.

6 This evidence is insufficient to support an inexorable flow theory of lost profit damages.  
7 As the Federal Circuit held in *Mars*, a parent-subsidary relationship is not enough to show that  
8 profits inexorably flow from the subsidiary to the parent—a parent and subsidiary could have  
9 any number of different financial relationships, not all of which involve the flow of profits (and  
10 losses) to the parent. *See Kowalski v. Mommy Gina Tuna Res.*, 574 F. Supp. 2d 1160, 1163 (D.  
11 Haw. 2008) (“Mere ownership and control is insufficient to prove that profits flowed inexorably  
12 from a subsidiary to a parent.”). For the same reason, it is not enough that the two entities share  
13 a [REDACTED] Even [REDACTED]

14 [REDACTED]  
15 [REDACTED] (Dkt. # 333-4 at 6), it does not follow that NXP USA’s profits  
16 (and losses) necessarily flow to NXP B.V. *See Illinois Tool Works, Inc. v. Seattle Safety, LLC*,  
17 2010 WL 11523620, at \*13 (W.D. Wash. Oct. 13, 2010) (holding that managing “pooled bank  
18 accounts into which [subsidiary’s] revenues . . . are swept automatically at the end of each  
19 business day . . . is not the same as inexorably receiving [its] profits”); *Edgewell Pers. Care*  
20 *Brands, LLC v. Munchkin, Inc.*, No. CV183005PSGJPRX, 2022 WL 18932811, at \*17 (C.D.  
21 Cal. July 6, 2022) (finding “statement [that] is no different than the ‘consolidated financial  
22 statements’ and ‘pooled bank accounts’ previously rejected by the Federal Circuit and another  
23 court” insufficient to prove an inexorable flow of profits (citation omitted)).

1 However, in connection with its supplemental brief, NXP filed a declaration from NXP  
 2 executive (and Rule 30(b)(6) witness) Srinath Rajen. *See* Dkt. # 412-2. Among other things,  
 3 Rajen declared that [REDACTED]

4 [REDACTED]

5 [REDACTED]

6 [REDACTED] *Id.* at 4.

7 But as with NXP's disclosure of the theory as a whole, it appears that NXP's reliance on  
 8 the payment of a dividend to support such a theory was not timely disclosed. NXP does not  
 9 mention the payment of a dividend from NXP USA to NXP B.V. in any expert report or  
 10 interrogatory response; nor is there evidence before the Court indicating that evidence supporting  
 11 such a dividend (e.g., financial records) was disclosed during discovery. What's more, reliance  
 12 on a dividend payment to support NXP's theory is at least in tension with NXP's responses  
 13 during various depositions. *See generally* Dkt. # 419-1. For example, Rajen (NXP's Rule  
 14 30(b)(6) witness) testified during his recent deposition that profits flowed between NXP USA  
 15 and NXP B.V., but did not mention the payment of a dividend in response to those particular  
 16 questions. *See* Dkt. # 412-1 at 5–7.<sup>9</sup> In a deposition taken in connection with the co-pending  
 17 litigation, Rajen implied that no NXP entity other than NXP USA receives revenue or profit from  
 18 NXP USA's sales of UCODE products. *See* Dkt. # 297-5 at 5 [REDACTED]

19 [REDACTED]

20 [REDACTED]

21 [REDACTED]

22  
 23 <sup>9</sup> Rajen only mentioned a “dividend” when describing his own job duties: He noted that he is  
 24 responsible for “sign[ing] off dividends that are distributed to . . . NXP B.V.” Dkt. # 412 at 4. But when  
 asked specifically about how profits inexorably flow to NXP B.V., Rajen did not mention a dividend (nor  
 is a dividend mentioned elsewhere in the excerpted transcript before the Court). *See* Dkt. # 412-1 at 5–8.

1 [REDACTED]  
 2 [REDACTED]  
 3 [REDACTED] Taken together, Impinj lacked  
 4 adequate notice of NXP's intent to rely on an inexorable flow theory and on a dividend payment  
 5 as evidence.

6 As a final note, the Court observes that even if timely disclosed, there are at least  
 7 questions about the sufficiency of the evidence provided by NXP. For example, NXP concedes  
 8 that it does [REDACTED]

9 [REDACTED] Dkt. ## 412-1 at 6, 412-2 at  
 10 4. Without any further information about the dividend, it is difficult to see how a jury could  
 11 reasonably calculate the portion of the dividend attributable to NXP's competing products, rather  
 12 than NXP's products as a whole. *Cf. Warsaw*, 778 F.3d at 1377 (critiquing the lack of evidence  
 13 about "what percentage of the true-up[] [payments] was attributable to those payments as  
 14 opposed to payments on unrelated transactions"). The declaration is vague, providing no  
 15 explanation about how the dividend is calculated or any supporting evidence about the  
 16 dividend.<sup>10</sup> This lack of detail is particularly troubling because NXP B.V. is *itself* a subsidiary of  
 17 yet another company, NXP Semiconductors N.V. Dkt. ## 412-2 at 4, 419 at 8. NXP provides no  
 18 meaningful explanation as to whether the profits that purportedly flow from NXP USA to NXP  
 19 B.V. then *further* flow to NXP Semiconductors N.V.<sup>11</sup>

20 \_\_\_\_\_  
 21 <sup>10</sup> Moreover, this prevents Impinj from knowing the scope of the damages NXP seeks.

22 <sup>11</sup> Even if NXP's disclosures were both timely and sufficient, the Court would still be inclined to  
 23 limit NXP's lost profit damages to sales made to customers *within* the United States. In the co-pending  
 24 Texas litigation, NXP has conceded that NXP USA does not generally engage in sales to customers  
 outside the United States. *See* Dkt. # 297-5 at 3 [REDACTED]

23 [REDACTED] Accordingly, to the extent that NXP  
 24 B.V. seeks to recover the lost profits of NXP USA, it appears NXP B.V. could only recover for sales that  
 NXP USA allegedly would have made within the United States but-for Impinj's infringement.

1 In conclusion, NXP may not pursue a lost profit damages theory at trial.

### 2 III

#### 3 NXP’S MOTION FOR PARTIAL SUMMARY JUDGMENT ON 4 AVAILABILITY OF ACCEPTABLE, NON-INFRINGEMENT ALTERNATIVES

5 NXP moves for partial summary judgment on one element of its damages claim: the  
6 availability of acceptable, non-infringing alternatives. Dkt. # 282 at 26 (arguing that Impinj  
7 cannot demonstrate the existence of actual, non-infringing alternatives that “(1) were “available  
8 to Impinj; and (2) acceptable to its customers during the damages period” (citing *Smart Skins*  
9 *LLC v. Microsoft Corp.*, No. C15-544-MJP, 2016 WL 4148091, at \*2 (W.D. Wash. July 1,  
10 2016))).

11 The motion addresses the issue with respect to three patents: the ’092 Patent, the ’097  
12 Patent, and the ’951 Patent. *Id.* at 26–30. But the Court has since granted Impinj’s motion for a  
13 judgment of non-infringement of the ’951 Patent (Dkt. # 414 at 26–30), so the Court considers  
14 this issue only with respect to the ’092 and ’097 Patents. The Court previously reserved ruling  
15 on this issue to consider it alongside other damages issues. *See* Dkt. # 414 at 35. The Court now  
16 addresses the issue and denies NXP’s motion.

#### 17 A. Background

18 There are two main ways to calculate damages stemming from patent infringement: “lost  
19 profit” damages and “reasonable royalty” damages. *See Lucent Techs., Inc. v. Gateway, Inc.*,  
20 580 F.3d 1301, 1324 (Fed. Cir. 2009) (“Two alternative categories of infringement compensation  
21 are the patentee’s lost profits and the reasonable royalty he would have received through arms-  
22 length bargaining.”).

23 A common thread between the two damage-calculation methods is that for both methods,  
24 courts and juries must consider the availability of acceptable, non-infringing alternatives to the

1 patented invention. When calculating lost profits, the Federal Circuit often relies on the  
 2 “*Panduit* test.”<sup>12</sup> One of the four *Panduit* factors asks whether there is an “absence of acceptable  
 3 non-infringing alternatives.” *Mentor Graphics Corp. v. EVE-USA, Inc.*, 851 F.3d 1275, 1285  
 4 (Fed. Cir. 2017) (citing *Panduit Corp. v. Stahl Bros. Fibre Works, Inc.*, 575 F.2d 1152, 1156  
 5 (6th Cir. 1978)). Under this factor, “the patentee may prove either that the potential alternative  
 6 was not acceptable to potential customers or was not available at the time.” *Presidio*  
 7 *Components, Inc. v. Am. Tech. Ceramics Corp.*, 875 F.3d 1369, 1380 (Fed. Cir. 2017). This  
 8 factor is critical. If an acceptable, non-infringing alternative was available to the defendant, then  
 9 it becomes less reasonable to assume that the plaintiff would have made the sale “but-for” the  
 10 defendant’s infringement—the defendant could simply sell a non-infringing alternative rather  
 11 than “leave the market altogether.” *Grain Processing Corp. v. Am. Maize-Prod. Co.*, 185 F.3d  
 12 1341, 1350–51 (Fed. Cir. 1999). The Federal Circuit has observed that “[t]he second factor,  
 13 absence of acceptable non-infringing alternatives, often proves the most difficult obstacle for  
 14 patent holders.” *Mentor*, 851 F.3d at 1286.

15 Similarly, when calculating a reasonable royalty rate, courts often ask whether “an  
 16 infringer can easily design around a patent and replace its infringing goods with non-infringing  
 17 goods.” *AstraZeneca AB v. Apotex Corp.*, 782 F.3d 1324, 1334 (Fed. Cir. 2015); *see also* Dkt.  
 18 # 391 at 22 (NXP confirming at oral argument that “as part of the *Georgia-Pacific* factors [often  
 19 used to calculate a reasonable royalty rate], one of the *Georgia-Pacific* factors addresses  
 20 noninfringing alternatives”). If there are available, non-infringing alternatives to the infringing  
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23 <sup>12</sup> As noted above, the Court concludes that NXP is not entitled to lost profit damages. But the  
 24 Court nevertheless relies on lost profit case law discussing non-infringing alternatives because it seems  
 that the same analysis applies in the reasonable royalty context. The parties do not indicate any analytical  
 differences between the two contexts in their briefs.



1 product, “the hypothetical royalty rate for the product is typically low.” *AstraZeneca*, 782 F.3d  
2 at 1334.

3 A product can serve as an alternative to the infringing product only if it would have been  
4 “acceptable” to customers. This requires courts and juries to assess whether there is demand for  
5 the patented feature(s) of the invention. *See Mentor*, 851 F.3d at 1285 (“The second factor—the  
6 absence of non-infringing alternatives—considers demand for particular limitations or features of  
7 the claimed invention.” (citing *DePuy Spine, Inc. v. Medtronic Sofamor Danek, Inc.*, 567 F.3d  
8 1314, 1331 (Fed. Cir. 2009)). If consumers purchase the defendant’s infringing product because  
9 of the patented feature, it is unlikely that a non-infringing alternative would be acceptable to  
10 consumers. *See Standard Havens Prod., Inc. v. Gencor Indus., Inc.*, 953 F.2d 1360, 1373 (Fed.  
11 Cir. 1991) (“[T]o prove that there are no acceptable noninfringing substitutes, the patent owner  
12 must show either that (1) the purchasers in the marketplace generally were willing to buy the  
13 patented product for its advantages, or (2) the specific purchasers of the infringing product  
14 purchased on that basis.”). Conversely, if consumers are indifferent to the patented feature, then  
15 they would likely accept a non-infringing alternative.

16 An alternative must also be “available” to the defendant at the time of the alleged  
17 infringement. To constitute a non-infringing alternative, the proposed alternative must either  
18 have been (1) “on the market” or (2) otherwise “readily available” to the infringer during the  
19 infringement period. *See Micro Chem., Inc. v. Lextron, Inc.*, 318 F.3d 1119, 1122 (Fed. Cir.  
20 2003) (quotation marks omitted). “In determining whether the alternative product is available,  
21 the court may consider whether (1) the defendant could readily obtain all of the material needed  
22 to implement the non-infringing alternative; (2) the non-infringing alternative was well known in  
23 the field at the time of infringement; and (3) the defendant had all of the necessary equipment,  
24 know-how, and experience to use the non-infringing alternative.” *TQP Dev., LLC v. Merrill*



1 *Lynch & Co.*, No. 08–471, 2012 WL 3283354, at \*1 (E.D. Tex. Aug. 10, 2012) (quotation marks  
2 omitted). And when a substitute is “not actually sold during the period of infringement,” the  
3 court “must proceed with caution in assessing proof of the availability.” *Grain Processing*, 185  
4 F.3d at 1353.

5 B. ’092 Patent Non-Infringing Alternatives

6 NXP argues that Impinj has failed to demonstrate a genuine issue of fact as to whether an  
7 acceptable, non-infringing alternative to the ’092 Patent was available to Impinj. Dkt. # 282 at  
8 27–28. The Court disagrees.

9 Impinj has presented sufficient evidence of the existence of an acceptable, non-infringing  
10 alternative to survive summary judgment. Impinj’s technical expert, Dr. Kenney, opined that  
11 “the most obvious alternative [to Impinj’s ‘FastID’ protocol] is to have the EPC and TID  
12 returned in separate communications.” Dkt. # 295-3 at 71. Impinj’s damages expert, Laura  
13 Kindler, opined that “applications that require FastID (or EPC and TID) are rare, that currently  
14 Impinj is unaware of any deployments in the field that rely on FastID, and that FastID is not a  
15 feature that drives demand for Impinj’s Accused UHF RFID ICs.” Dkt. # 287-11 at 64; *see also*  
16 *id.* at 80 (describing real-world applications of the FastID protocol as “exceedingly rare”).  
17 Drawing all reasonable inferences in Impinj’s favor, a jury could conclude that consumers would  
18 have accepted a product without the accused FastID feature. *See Apple, Inc. v. Samsung Elecs.*  
19 *Co.*, No. 11-CV-01846-LHK, 2013 WL 5958178, at \*3 (N.D. Cal. Nov. 7, 2013) (“Whether any  
20 given noninfringing alternative is an *acceptable* substitute for the patented product is a question  
21 of fact that the jury . . . will have to decide.”).

22 Impinj also points to the popularity of other products that lack the accused EPC+TID  
23 feature to show that consumers would accept a product without the FastID inventorization  
24 feature. Dkt. # 319 at 26 & n.7. For example, Impinj notes that NXP produces a “UCODE 9”

1 product that “removed the EPC+TID feature.” Dkt. ## 286-11 at 61, 297-2 at 44. But the  
2 UCODE 9 product is nevertheless popular. *See, e.g.*, Dkt. # 297-10 at 3 (noting that 85% of one  
3 of NXP’s largest customers purchases UCODE 9 products lacking the EPC+TID feature); Dkt.  
4 # 287-11 at 80 (Kindler stating that “the UCODE 9 product has achieved commercial success  
5 despite the removal of the EPC+TID feature”). Drawing all reasonable inferences in Impinj’s  
6 favor, a reasonable jury could conclude that a product without the accused EPC+TID feature  
7 would be acceptable to consumers. *See Apple*, 2013 WL 5958178, at \*3.

8 Finally, there is at least a dispute of material fact as to whether this non-infringing  
9 alternative—involving separate transmission of the EPC and TID data—was “available” to  
10 Impinj. To be sure, it does not seem that Impinj produced a non-infringing alternative during the  
11 relevant damages period. But this alternative method was apparently well known in the field.  
12 For example, Impinj’s literature suggests that its FastID protocol improved upon the known,  
13 Gen2-compliant method in which EPC data is transmitted separately from TID data. Dkt. # 283-  
14 8 at 2. And the ’092 Patent states that widely known methods disclose sequential transmission of  
15 data. ’092 Patent at 1:20–22. Accordingly, a reasonable jury could conclude that Impinj, a  
16 leading RFID manufacturer, could have produced an RFID chip using these known methods.

17 C. ’097 Patent Non-Infringing Alternatives

18 NXP argues that Impinj has failed to demonstrate a genuine issue of fact as to whether an  
19 acceptable, non-infringing alternative to the ’097 Patent was available to Impinj. Dkt. # 282 at  
20 28. The Court disagrees.

21 Impinj has demonstrated a dispute of fact sufficient to survive summary judgment.  
22 Impinj’s expert (Laura Kindler) opined that “removing the charge pump would result in a non-  
23 infringing design, and that this design was known for decades and is commonly used in the  
24 market,” and such an alternative “would be acceptable to many (if not all) customers, particularly

1 given the other important features that are important to customers and drive demand for the  
 2 Accused Products.”<sup>13</sup> Dkt. # 287-11 at 80. Dr. Kenney also opined that several of NXP’s  
 3 products—like the “UCODE 7” product—are commercially successful despite not practicing the  
 4 ’097 Patent. Dkt. # 295-3 at 101. He also suggests that “it would be a noninfringing alternative  
 5 to use memory that does not store values in capacitive memory.” *Id.*

6 The Court recognizes that Impinj’s explanation of the non-infringing alternatives to the  
 7 ’097 Patent is somewhat lacking in detail. The Court also recognizes that the non-infringing  
 8 alternatives must not represent mere speculation about what products *might* be possible to  
 9 produce. *See Grain Processing*, 185 F.3d at 1354 (“[S]ubstitutes only theoretically possible will  
 10 not [suffice].”). Nevertheless, the Court concludes that a reasonable jury could find that there  
 11 were acceptable non-infringing alternatives available to Impinj.

#### 12 IV

#### 13 CONCLUSION

14 For the reasons above, the Court:

- 15 (1) GRANTS in part and DENIES in part Impinj’s motion to exclude certain opinions  
 16 of David A. Haas (Dkt. # 296); and
- 17 (2) DENIES NXP’s partial summary judgment motion as to the damages issue (Dkt.  
 18 # 282 at 27–29).

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<sup>13</sup> To be sure, some of Impinj’s arguments lose force due to the Court’s alteration to its construction of the “voltage-raising means” term. For example, it may not matter if “there are several other ways to raise the voltage without using a charge pump or float-based structure” because the term is no longer limited to those structures. *See* Dkt. # 287-11 at 80. But the Court still concludes that Impinj has shown the existence of a question of fact suitable for resolution by the jury.

1 Dated this 4th day of May, 2023.

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4 John H. Chun  
5 United States District Judge  
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